

The Basics of Collaborative Negotiation

National Coalition for Sexual Freedom Consent Summit 2016 Consent and Negotiation Workshop

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In a Collaborative Negotiation, everyone involved is working together to find a mutually beneficial resolution.



KNOW THYSELF ≠ I DON'T KNOW OR I AM UNSURE.

- ✓ Know what you want
- ✓ Know what your boundaries are
- ✓ Know what you're willing to compromise on
- ✓ Explore shared meanings (are we agreeing, negotiating, and stating an enthusiastic consent to the same thing)
- ✓ Know the power differentials and conduct a risk assessment of your consent

Negotiation Boundaries: Ask yourself?

Are there any words I need to avoid?

How much physical space do I need? Do I want an audience?

Are there any topics I need to avoid? Any scenes that I may feel threatened- emotionally, mentally, or physically?

Where, what, and who are my bottom lines or non-negotiables?

What is the duration (time limits) of our enthusiastic consent?

SPEAK YOUR TRUTH

- ✓ First, assure that all parties are in agreement with collaborative negotiation. Avoid pre-negotiation.
- ✓ Avoid passive (You step on me.) or aggressive (I step on you.) communication, this lends itself to an inherent non collaborative style.
- ✓ Be assertive. All parties have the capability as the result of a negotiated safe space to speak honestly with limits and express desires. All parties consent to respect and honor each's stance.

LISTEN HARD

- ✓ Pay attention when the other person (s) is speaking their truth
- ✓ Practice Active Listening Skills: Listen and be present within the conversation; ask for clarifications and shared meanings; repeat or restate what you heard the other person (s) shared to assure you have full understanding. **ASK FOR CONFIRMATION THAT YOUR UNDERSTANDING IS ACCURATE.**

GIVE

- G:** Be **Gentle** with your words, expressions, and body language
- I:** Be **Interested** in what the other person is saying
- V:** **Validate** the other person's experience by making positive and acknowledging statements
- E:** Stay **Easy** by remaining centered, calm, collected, and easy-going

KEEP YOUR COOL

- ✓ Practice emotional regulation skills.
- ✓ Take a break when you want or need one.

Emotional Tool Box



When a car is either too hot or too cold, the engine tends to not run smoothly. This analogy is parallel to your decision-making capacity when your emotions are not in balance. Some tools that are effective during the negotiation process regulate the extremes: a) to be present (in the moment) with yourself and the other in the negotiation; b) assess your emotional responses and reactions (are you compromising more or less than you want, desire, or need?); c) be patient. If you feel rushed and pressured, this is contrary to a collaborative negotiation process. Most often, this is a red flag for all parties; D) use the mnemonic – **PLEASE: Physical health. Eat well. Avoid alcohol & drugs. Sleep well. Exercise.**

CREATE AND MAINTAIN SAFETY

- ✓ Articulate verbal and non-verbal safety cues.
- ✓ Know your aftercare plan: amount of time, affirmations, reassurances, nourishments: food, touch, social, sight, and sound.
- ✓ Honor parameters of space, duration, and locale.

Consent for a Sex Positive World

Sex-positivity promotes and embraces open sexuality: inclusive of all sexualities, identities, and consensual sexual expressions. It promotes healthy sexuality through open education, honest communication, informed questioning, and authentic expression. The Sex-Positive movement regards all consensual sexual activities as fundamentally healthy, with the potential for pleasure and/or satisfaction, and encourages sexual pleasure and experimentation. It makes no moral distinctions among types of consensual sexual activities, regarding these choices as matters of personal preference and choice.

WHEN YOU'RE THE PERSON ASKING SOMEONE FOR SOMETHING

Make sure you are able to make a request. Here are some suggested questions to assess your readiness:

- ✓ How would you feel if “No” is what you hear from the other person? Are you able to accept, respect, and not challenge the “No” response?
- ✓ How is your emotional state (refer to Keep Your Cool tools)?
- ✓ Are you thinking about both your needs/wants and the other person's needs/wants?

Obtain consent from the other person before moving forward.

- ✓ Assess capability and capacity of consent.
- ✓ Obtain informed consent and set expectations.
- ✓ Obtain enthusiastic consent **ALL THREE PARTS** (check enthusiasm right before any final mutual decision and during the negotiating)
 - Has anyone said “No” or “I don't know.”? – If there's a “No” or “I don't know” STOP.
 - Has everyone said “Yes”? – If there is “No” or “I don't know.” STOP.
 - Has everyone said “Hell Yes”, “Woo Hoo”, “Let's Go Baby”, or some other enthusiastic statement (Verbal and/or Non-Verbal) that they want this? – GO.

WHEN YOU'RE THE PERSON BEING ASKED FOR SOMETHING.

Give or confirm your consent.

✓ Know Yourself.

- Know what you want. Know what you're willing to do. Know what your boundaries are.
- Assess your own capability and capacity of giving an honest and clearheaded yes.

✓ Make a decision based entirely in your wants, desires, needs, and boundaries.

- Remember that it is okay, sometimes good, to say no; and ok, sometimes good, to say yes.
- Pay attention to only your wants & boundaries. Avoid putting the other person's want/needs ahead of your own.

✓ Give a clear and unambiguous answer to the request.

- Keep your answer simple and don't try to defend it.
- If there is any hesitation or confusion, try exaggerating your response. Be Enthusiastic!!!

- If you change your mind, which you can do at any time, state that clearly and directly.

- ✓ Remember you can change your mind and revoke consent at any time for any reason.

- If you do change your mind, state your no clearly and directly. Be Enthusiastic about your No!!!

THANK YOU FOR PARTICIPATING AND SHARING YOUR SPACE AND VOICE WITH US.

IF THERE ARE ANY CONCERNS OR QUESTIONS, PLEASE CONTACT US. OUR INFORMATION IS BELOW:

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